

Appendix C, Pricing Index**Zones, Inc.****DIR-TSO-2715**

Product Category	DIR Customer Discount % from MSRP
NOTE: Software must be bundled with hardware. Standalone software is not within the scope of this contract.	
Avaya 1P Hardware	45.05%
Avaya 2P Software	45.05%
Avaya 3P PERI	45.05%
Avaya 4P HW2	34.50%
Avaya 5P SW2	34.50%
Avaya 6P DATA	34.50%
Avaya 7P OEM	21.50%
Avaya 8P (Radivision)	40.13%
Avaya 9P SME	46.13%
Service Category	DIR Customer Discount % from MSRP
Avaya 1S Main Svcs	21.50%
Avaya 2S Prof Svcs	6.50%